

ANNUITY MRI WORKSHEET

TYPE OF ANNUITY: **VARIABLE ANNUITY**

Company Name: _____

Date of Call: _____

Spoke To: _____

BELOW INFORMATION IS AS-OF PREVIOUS DAY MARKET CLOSE:

Accumulation Value: \$ _____

Surrender Value: \$ _____ = _____% Year out of surrender: _____

Death Benefit: \$ _____

HOW IS DEATH BENEFIT CALCULATED?

Original Premium

Annual Percent Increase

Highest Market Value

Other _____

How do withdrawals affect death benefit? _____

OPTIONAL RIDERS: GMITB GMWB

Annual Benefit Increase: _____

HOW DOES THE PRODUCT WORK? INCOME FOR SINGLE/JOINT LIFE

Can income increase? Yes, How? _____

No

Can income decrease? Yes, How? _____

No

What happens if cash value goes to \$0? Will income continue? Yes No Decrease? Yes No

FEES

Mortality and Administration _____

Rider Fee _____ Based on Benefit Value? Yes No

Sub Account Fees _____ Other _____ TOTAL FEE _____%

Annual Cost \$ _____ Taken Daily? Yes No Daily Cost \$ _____

Please note that in order to provide a recommendation to a client about the liquidation of a securities product, including those within an IRA, 401(k) or other retirement plan, to purchase a fixed or variable annuity or for other similar purposes, you must hold the proper securities registration and be currently affiliated with a broker/dealer or registered investment adviser. If you are unsure whether or not the information you are providing to a client represents general guidance or a specific recommendation to liquidate a security, please contact the individual state securities department in the state(s) in which you conduct business.

TYPE OF ANNUITY: FIXED INDEX ANNUITY

Company Name: _____

Date of Call: _____

Spoke To: _____

Accumulation Value: \$ _____

Surrender Value: \$ _____ = _____% Year out of surrender: _____

Death Benefit: \$ _____ Guaranteed Increases _____% Year Stops _____

Current Indexing Strategies and Caps: _____

Other Strategies Available and Caps: _____

Optional Riders: _____ Cost Annually _____% Based on Benefit Value? Yes No

HOW DOES THE PRODUCT WORK? INCOME FOR SINGLE/JOINT LIFETIME

Can income increase? Yes No

Can income decrease? Yes No

What happens if accumulation or cash value goes to \$0?

TYPE OF ANNUITY: FIXED ANNUITY

Company Name: _____

Date of Call: _____

Spoke To: _____

Accumulation Value: \$ _____

Surrender Value: \$ _____ = _____% Year out of surrender: _____

Death Benefit: \$ _____

Current Interest Rate: _____%

Current Interest Rate Guarantee Period _____

Contract Minimum Interest Rate _____%

Initial Interest Rate _____%